

Message Text

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PAGE 01 QUITO 00361 192243Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----068582 192248Z /63

P R 192130Z JAN 78
FM AMEMBASSY QUITO
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 6998
AMCONSUL GUAYAQUIL POUCH

UNCLAS QUITO 0361

PASS OFFICE OF EXPORT DEVELOPMENT TO ATTN. MR. DELBERT O. GORDON

E.O. 11652: N/A
TAGS: BEXP, BENC, EC
SUBJECT: PRODUCT OPPORTUNITY - UPDATE ON PLANT TO PRODUCE TOMATO
SAUCES AND PASTE

REF: (A) 77 QUITO 8578; (B) USDOC OPERATIONS MEMORANDUM
BIC-287 JAN. 10, 1978

1. RE PRODUCT OPPORTUNITY REPORTED REF A, EMB APPRECIATES SEEDY AND EFFECTIVE RESPONSE AS REPORTED REF B AND WISHES TO REQUEST FRUTHER ASSISTANCE.
2. WORKING ON A BUSINESS LEAD, SEVERAL OFFICIALS OF THE CV/CFN, INCLUDING ING. CORONEL, PLAN A TRIP TO THE MIAMI AREA THE WEEK OF JANUARY 23 TO PURCHASE EQUIPMENT OF THE TYPE REPORTED REF A, WHICH SHOULD WELL EXCEED US\$1 MILLION. IN THIS CONNECTION, WE HAVE CONTACTED BY TELEPHONE MR. NIXON IN THE MIAMI DISTRICT OFFICE TO ARRANGE ALL POSSIBLE SUPPORT.
3. ACTION REQUESTED: GIVEN THE IMPORTANCE OF THE CV/CFN IN BUSINESS PROMOTION IN ECUADOR AND ING. CORONEL'S ROLE AS A KEY FIGURE IN PURCHASING FOR A VARIETY OF LARGE INDUSTRIAL PROJECTS, THE SUCCESSFUL SERVICING OF THIS REQUEST IS PARTICULARLY IMPORTANT TO OUR

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COMMERCIAL EFFORTS. THE PRODUCT OPPORTUNITIES STAFF IS REQUESTED TO COORDINATE WITH THE MIAMI DISTRICT OFFICE AND TO SUGGEST POTENTIAL SOURCING OF THE SUBJECT EQUIPMENT THAT THE DISTRICT OFFICE MAY NOT BE AWARE OF. EMB WOULD APPRECIATE BEING KEPT ABREAST OF DEVELOPMENTS SO THAT IT MAY PASS ALONG SUCH INFO TO THE CV/CFN PRIOR TO THE SUBJECT TRAVEL TO MAIM8. BLOOMFIELD

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NNN

Message Attributes

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Decaption Note:
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Disposition Approved on Date:
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Disposition Event:
Disposition History: n/a
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TAGS: BEXP, BENC, EC
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